

To: Kuruc, Nick, Morris, Jim (1340), Fricke, R H., Majer, Steve, Petrone, Mike J., James, Douglas,
Teeter, Gregory, DeJong, Fred, Van Sickle, R, Rago, Joseph M., George, Janice M., Goodman, Mark J.,
Loftin, Jerry R.
From: Lennon, Audrey
Posted: 6/2/97 13:45
Opened: 6/3/97 13:45
Subject: CHAINS

Since there has been a lot of change on responsibilities for Chain Accounts I wanted you to know the updates I make for each VAP Promotion.

All 3rd quarter promotions have now been updated.

Please note: there are a lot of chains that do not have all stores on VAP, some of them also have different Wholesalers. In "tweaking" the models" I have removed anyone who is NOT on VAP.

If you have any changes, corrections, additions, etc. please let me know.

Also you might be interested that 7-11 is to be included on 3rd quarter promotions. I was able to add VAP using the primary supplier that is in our Region, but there are cases where there is no supplier listed.

Hope you all have a Good Week at your Meeting.

Audrey

51850 0007

| | CHAINS TO BE UPDATED FOR EACH NEW PROMO | | | | |
|--------|--|------------|-------------------------------------|--------|--------|
| | FROM 1310 | | | # | |
| REGION | Audrey Lennon | WHLR | # | DEAL | |
| REQ. | | | | | |
| 1210 | BOTTLE KING | 2367-00-00 | EISLER | 176640 | 2 |
| 1210 | GLASS SHOP RITE | 1570-00-00 | CONS.SI | 347392 | 2 |
| 1210 | HESS | 0353-03-03 | TRIPI | 644920 | 2 |
| 1210 | HESS | 0353-02-03 | TRIPI | 644920 | 1 |
| 1210 | QUICK CHECK | 0919-00-00 | CONS.SI | 347392 | 2 |
| 1210 | RACEWAY | 5269-00-00 | BERN | 536808 | 2 |
| 1210 | SPEEDY MART | 5163-00-00 | PLAINFLD | 217281 | 2 |
| 1210 | WALGREEN | 0203-17-00 | NOT ALL SAME WHOLESALER-NOT ALL VAP | | |
| 1310 | BUTTS & BETTS | 5283-00-00 | CONTIN. | 839530 | 3 |
| 1310 | CARL KING | 2144-00-00 | M & H | 544290 | 2 |
| 1310 | DAVCO | 5061-00-00 | M & H | 544290 | 0 |
| 1310 | EDGEHILL DRUG | 2470-00-00 | DAVIS | 729770 | 1 |
| 1310 | FIN. EXCHANGE | 1855-00-00 | WHITE | 694500 | 1 |
| 1310 | GOOSE CREEK | 21850000 | COOPER | 130560 | 1 |
| 1310 | HEALTH FAIR | 3637-00-00 | UNITED | 660900 | 1 |
| 1310 | HIGH'S | 0536-00-00 | FLEM.ALT | 276331 | 1 |
| 1310 | JANKEE | 3897-00-00 | *** | | 1 |
| 1310 | PEPPERS | 2469-00-00 | *** | | 1 |
| 1310 | PUMA | 5277-00-00 | FLEMING | 276331 | 1 |
| 1310 | SHORE STOP | 1246-00-00 | M & H | 544290 | 2 |
| 1310 | SPIRITS UNLIM. | 3569-00-00 | **** | | 1 |
| 1310 | TURKEY HILL | 0586-00-00 | M & H | 544290 | 1 |
| 1310 | UNCLE WILLIES | 5295-00-00 | AWI | 24660 | 2 |
| 1310 | WALKER OIL | 1678-00-00 | M & H | 544290 | 1 |
| 1310 | WHOLLY SMOKES | 2129-00-00 | MIDSEX | 423360 | 4 |
| **** | Not all same Wholesaler, not every store on Chain List | | | | |
| 29XX | HOST INT'L | 0931-00-00 | FA DAVIS | 729770 | NO VAP |